

# BUSINESS CONDITIONS



## SEVENTH FEDERAL RESERVE DISTRICT

OCTOBER 31, 1921

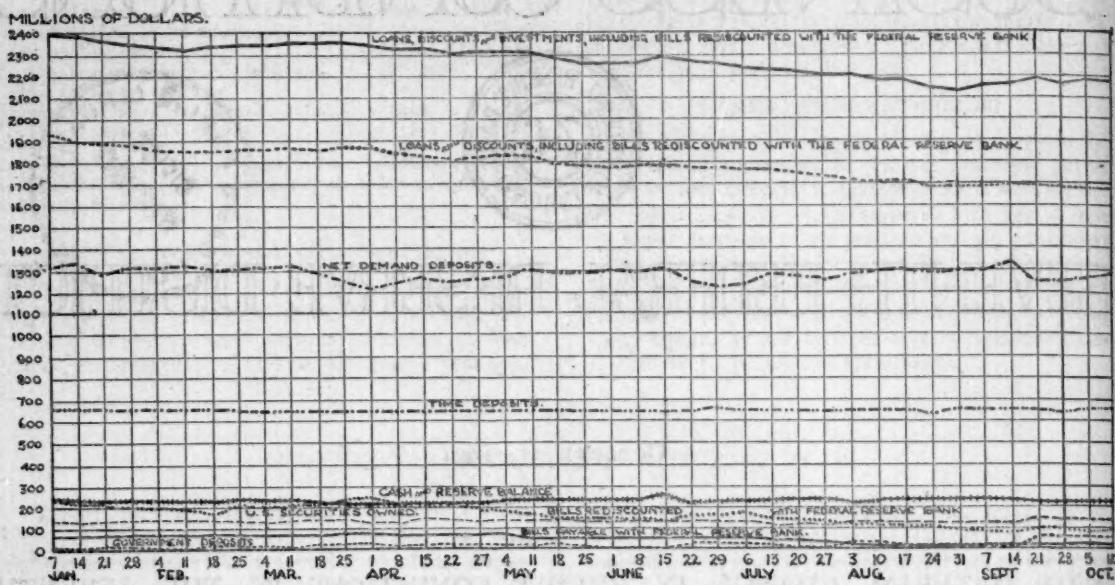
**NO MATERIAL CHANGE IN CREDIT CONDITIONS IN THE SEVENTH**  
Federal Reserve District has taken place during the last month. Liquidation of loans is continuing, but the usual fall demands are appearing which tend to offset the reductions. These demands, including those for financing the feeding of live stock, have been cared for thus far without increasing materially the aggregate of loans to customers or borrowings at the Federal Reserve Bank. Reports indicate, however, that demands from the cattle feeding sections are developing and will reach larger proportions in the next month.

Some advance in prices during September and the first part of October is evidence of an increased business activity, and hence has been a factor in the credit situation. Although some of these increases are due to anticipation of a decreased supply rather than to an increased demand, they indicate that goods are moving, which will improve credit conditions.

A steady decrease in bills discounted for member banks at the Federal Reserve Bank from 226 millions, shown on September 28, to 204 millions, on October 19, indicates a partial recovery from the demand of the week ending September 21, when these discounts increased 31 millions. There was an increase in total reserves of the Reserve Bank from 441 to 469 millions in the two weeks ending October 11, and a decrease to 462 millions in the week following; an increase in deposits from 232 millions, shown on September 28, to 244 millions, on October 19; and a reduction in Federal Reserve notes in actual circulation from 424 million to 416 millions in the week ending October 19. The ratio of total reserves to deposit and Federal Reserve note liabilities combined, increased from 67.3 to 70.0 in the three-week period ending October 19.

Weekly changes since January, 1921, in principal resources and liabilities of reporting member banks in leading cities of the Seventh Federal Reserve District are shown in the accompanying chart. There were 115 of these banks on January 7, including 52 Chicago banks, 13 Detroit banks, and 50 banks in other selected cities; on October 12, there were 112 banks reporting, including 51 Chicago banks, 13 Detroit banks, and 48 banks in other selected cities.

PRINCIPAL RESOURCE AND LIABILITY ITEMS OF MEMBER BANKS IN LEADING CITIES IN  
THE SEVENTH FEDERAL RESERVE DISTRICT



These changes in the number of banks reporting do not affect the items as shown on the charts, as assets and liabilities of two of the banks were taken over by reporting banks and the items as shown by the other, which is omitted for the first time on February 18, would not affect the charts. The downward trend in loans to customers in the period from January to August is evidence of the liquidation that took place in the district, although the reduction appears to have been checked in August, and since that time no marked changes are shown. Fluctuations in investments and in demand deposits, especially at times of government financing and tax payments, are especially noticeable, but recovery to approximately the same position as that at the first of 1921 appears to have been made.

BANKERS ACCEPTANCES

In view of differences appearing in interpretation of purchases and sales of bankers acceptances, the method of the report is being revised so that uniformly banks will not include in purchases, bills which they, themselves, have accepted, and neither purchases nor sales of bills for the account of specific customers. In acceptances held at the close of month, will be included all bankers acceptances. Included in the statistics are those of one bank which does a large brokerage business in bankers acceptances. Revised figures for July, August, and September on this basis are given below:

TWENTY-NINE BANKS	IN THOUSANDS OF DOLLARS		
	SEPTEMBER	AUGUST	JULY
Bills bought.....	7,858	8,685	11,847
Bills sold.....	16,525	23,763	24,571
Held at close of month.....	6,728	5,774	5,452
Amount accepted.....	11,800	20,729	22,651

These reports from banks in the Seventh Federal Reserve District show a continued decrease since July 1,

in bills accepted, bought, and sold. The only item to show increase is bills held at the close of the month.

A continual demand from corporations and individuals is reported. One reporting bank mentions slow movement of bills due to the low rate of return to investors. Rates at which purchases were made during September were reported as ranging from 4 3/4 to 5 1/4 per cent. Maturities of bills purchased in September were divided as follows: 30 day, 14.0 per cent; 60 day, 21.0 per cent; 90 day, 59.5 per cent; and 180 day, 5.5 per cent.

Comparison of statistics on bankers acceptances at the Federal Reserve Bank of Chicago for August and September follows:

DURING MONTH—	SEPTEMBER	AUGUST
Bankers Acceptances rediscounted.....	None	\$ 5,000
*Bankers Acceptances bought.....	26,665,118	9,814,864
Bankers Acceptances sold from holdings..	270,000	125,000

HELD AT CLOSE OF MONTH—

Bankers Acceptances rediscounted.....	None	5,000
*Bankers Acceptances bought.....	2,849,396	3,053,649

\*Included in Acceptances Bought, but not in Acceptances Sold, are those bought with agreement by the sellers to repurchase within fifteen days.

BOND AND INVESTMENT MARKET IN THE WEST

Unusual strength was a feature of the bond and investment market during September and the first part of October. All classes of bonds had a decided advance. The most active issues advanced several points following the general advance in Government issues. Public utility, municipal, and railroad bonds were also in active demand. Dealers' shelves have been greatly depleted, and new issues seem to be scarcer.

### COMMERCIAL PAPER

Sales in the commercial paper market were fairly steady during September, aggregate sales of six reporting dealers in this district showing a fractional per cent increase for September compared with August, although some of the correspondents report considerable increase. Dealers continue to report new borrowers entering the market due to lower rates. Some correspondents report supply of paper fair and others plenty.

Lower rates were reported ranging from  $5\frac{1}{2}$  to  $7\frac{1}{2}$  per cent, the customary rate reported being 6 @  $7\frac{1}{2}$  per cent.

### SAVINGS DEPOSITS

Changes in savings deposits are shown to vary somewhat with local conditions in reports from representative savings banks in the Seventh Federal Reserve District. In one manufacturing center the decrease in

amount of deposits at the close of September from the close of September last year is more than 20 per cent, with a decrease of 8 per cent in number of accounts. Savings in Chicago are reported as 3.4 per cent over those of September, 1920, but 0.4 under August, while the number of accounts increased 9.7 per cent during the year and 0.1 per cent during the month. Savings in Detroit did not change materially during September but have decreased 11.1 per cent from September, 1920, with a decrease of 3.0 per cent in the number of accounts.

The principal reasons given for withdrawals are employment conditions and that other opportunities for investment are especially attractive; in one city is mentioned the return of foreigners to their homes in other countries.

An analysis of returns to the questionnaire follows:

LOCATION	BANKS		SAVINGS ACCOUNTS			SAVINGS DEPOSITS		
	NUMBER	NUMBER	CHANGE FROM	AMOUNT	CHANGE FROM	SEPT. 30, 1920		
	REPORTING SEPT. 30, 1921	AUG. 31, 1921	SEPT. 30, 1920	SEPT. 30, 1921	AUG. 31, 1921	SEPT. 30, 1920		
Chicago.....	28	936,653	+0.1	\$306,369,132	-0.4	+3.4		
Outside Chicago.....	5	11,617	+0.3	3,402,948	+0.5	-0.1		
Illinois.....	33	948,270	+0.1	+	-0.4	+3.4		
Indiana.....	7	88,407	-0.2	+	+0.3	+1.6		
Cedar Rapids.....	4	25,666	+0.5	+	-1.6	-5.9		
Davenport.....	3	35,081	+1.7	+	+0.9	+2.4		
Des Moines.....	3	19,681	0.0	+	-3.5	+13.8		
Iowa.....	10	79,828	+0.9	+	-1.5	+2.0		
Detroit.....	6	399,185	+0.1	136,988,240	0.0	-11.1		
Flint.....	4	44,997	+9.1	12,791,734	+0.6	-12.9		
Grand Rapids.....	6	52,028	+1.7	+	+0.6	+8.2		
Michigan.....	16	496,210	+1.1	-2.2	+	-9.7		
Milwaukee.....	6	121,020	-0.2	+	-1.2	-2.8		
Outside Milwaukee.....	5	9,059	+1.1	-11.2	+	-17.9		
Wisconsin.....	11	130,079	-0.1	+	-1.3	-3.4		

### INDUSTRIAL CONDITIONS IN THE MIDDLE WEST

Outstanding as a factor in the industrial conditions in the country was the promulgation of a nation-wide strike order to the railroad employees. Walkouts in groups ordered by the five big unions representing the train service employees threaten a tie-up of transportation facilities of the entire country by November 2.

Efforts being made by the President and other public officials, as well as those in active business and transportation pursuits may avert a transportation strike. There is some increased activity on the part of business in anticipation of transportation difficulties which would affect Chicago and the Middle West seriously, because of the great concentration of railroad terminals in this territory. In buying, caution is being exercised to prevent too great an accumulation of finished goods, which any interruption in transportation might make impossible or difficult to move.

Little change is apparent in the volume of employment as a whole during the month of September. The total variation in the Seventh Federal Reserve District was about six-tenths of one per cent. This figure is based on the reports of 247 firms employing 158,188 persons at the close of the month as against 159,164 at the beginning. The showing for the district outside Chicago would be slightly better than this, if

Chicago were omitted from the returns, as in this city alone, out of a total of 74,567 men, 1.0 per cent were laid off.

Chicago shows a decrease of 2.2 per cent in pay per man since a month ago, while in the district the reduction was 3.9 per cent.

The following table is a summary of the reports giving a comparison of conditions at the close of September with those of a month and a year ago:

	DISTRICT	CHICAGO
Number of firms reporting.....	247	77
Total number employed.....		
September 30, 1921.....	158,188	74,567
Number employed as compared with		
(a) the preceding month.....	-0.6%	-1.0%
(b) the same month a year ago.....	-26.9%	-19.5%
Amount of payroll as compared with		
(a) the preceding month.....	-4.4%	-3.3%
(b) the same month a year ago.....	-38.1%	-27.0%
Pay per man as compared with		
(a) the preceding month.....	-3.9%	-2.2%
(b) the same month a year ago.....	-15.3%	-9.2%
Percentage of production to maximum monthly output in 1920:		
(a) September, 1921.....	59	56
(b) August, 1921.....	55	54
(c) September, 1920.....	85	81

The changes reflected by industrial groups follow:

INDUSTRY	Number of firms reporting	Number of employees September 30, 1921	Per Cent change since August 31, 1921
Steel and Iron—(Primary Production).....	9	8,557	+ 6.2
Agricultural Machinery.....	12	3,110	- 5.2
Heavy Machinery.....	5	2,111	- 1.2
Railway Equipment.....	6	2,595	- 19.5
Machine Tools.....	6	1,377	+ 1.1
Other Steel and Iron Products.....	18	10,899	- 0.5
Total Steel and Iron Products.....	56	28,649	- 1.3
Railway Repair Shops.....	4	7,829	+ 2.9
Automobile and Accessories.....	7	4,365	- 8.3
Electrical Goods.....	5	3,039	- 3.2
Metals other than Steel and Iron.....	10	2,616	+ 1.0
Coal.....	6	4,121	+ 1.9
Public Utility.....	7	30,193	- 1.4
Lumber.....	11	3,705	- 0.4
Stone, Cement and Clay Products.....	12	2,109	+ 0.9
Contracting and Building.....	10	3,727	- 26.8
Furniture.....	8	3,076	+ 3.0
Musical Instruments.....	7	1,610	+ 10.3
Food Products—			
Packing.....	4	16,180	+ 0.8
Bread and Bakery Products.....	5	940	+ 2.0
Other Products.....	9	4,261	+ 1.4
Total Food Products.....	18	21,381	+ 1.0
Tailoring.....	18	9,618	+ 5.1
Knit Goods and Wearing Apparel.....	13	7,643	+ 2.4
Leather.....	4	900	+ 2.2
Shoes.....	10	3,761	+ 6.7
Chemicals, Paints, Dyes and Soap.....	9	4,128	+ 0.3
Paper and Printing.....	14	4,807	+ 1.6
Containers.....	10	2,161	+ 0.6
Unclassified.....	8	8,750	- 1.2
Entire District.....	247	158,188	- 0.6

While, total employment was fairly constant, the industries represented by the September returns show signs of the readjustment process still going on within labor. An additional number of men, amounting to 6.2 per cent, were employed in the production of iron and steel, while in the manufacture of iron and steel products the decline continues. This is especially true in the manufacture of agricultural machinery and railway equipment where the decreases for the month were about 5 and 19 per cent, respectively. For the total group of iron and steel industries, employing 28,649 men, the decrease is 1.3 per cent. Important changes have been effected, however, in the scale of wages. The pay per man in this group was reduced 8.4 per cent.

Food, clothing, leather, and shoes show gains in the number of employees. These vary from 1 to 7 per cent. The manufacturers of musical instruments also put

on 10.3 per cent additional men, the paper and printing industries 1.6 per cent, and the furniture industry shows a gain of 3.0 per cent.

Contracting and building reports from ten firms show a reduction of 26.8 per cent in men employed during the month of September. Another industry suffering a relapse is the automobiles and accessories group. According to the returns received by this bank from seven plants outside of Detroit, they employ 8.3 per cent fewer men and have cut their total payrolls by 34.0 per cent. The heavy reduction in payrolls is evidently due to a shortening of the work-hours as one large concern reports a daily output of only 34.65 cars for September as against 93 cars per day during August. This is a decrease in output of 62.8 per cent while the change in employment as reported by this concern was only 4.9 per cent.

The reports covering employment conditions of seventy-nine Detroit concerns while showing only four-tenths of one per cent reduction in the number of men employed on October 18, compared with September 20, still indicate a lessening demand, as about 52 per cent of the men employed are working on reduced schedules averaging 40 hours as against 12.6 per cent men on a 39.5 hour schedule the month before.

As far as employment conditions can be judged by the number of positions offered through Employment Offices and by the number of workers applying for such positions, the indications point to a certain decrease in surplus labor. Where 212 persons registered for every 100 places open during the month of August, the number of applicants in September was 195 or 7.7 per cent less. This was for the whole state of Illinois. In Chicago, the number fell from 249 to 217, a decrease of 12.8 per cent. How much of the above change is due to an actual improvement in conditions and how much is a mere reflection of the unsettled state of labor cannot be determined at this time. An evidence of this unsettled condition is found in the fact that both the number of positions offered and the number of applicants for these positions increased during September; the former by 13.6 per cent, the latter by 4.9 per cent. This is the reverse of last year when these figures fell off by 7 and 12 per cent, respectively. Another outstanding feature of these employment figures is the great increase in the surplus of miscellaneous workers. The figures are taken from the records of the Illinois Free Employment Bureau which covers the activity of thirteen offices located within eleven cities of the state.

#### BITUMINOUS COAL PRODUCTION

Production of coal in the middle west during September was below that of August. The demand for larger sizes increased somewhat, but not sufficiently to increase the general average. Prices increased a few cents on lump coal. Prices on screenings have decreased about twenty-five cents per ton in the last six weeks, so that the net return on all sizes is from ten to fifteen cents per ton less than during August. One large operator reports operating time at his mines of three days per week. Another says that coal has been selling

so cheaply, it has been impossible for many owners to sell their products at an even break and in consequence many mines have been closed for months. One correspondent reports 30 per cent less output for September of this year, as compared with last year, although all correspondents say that 1920 was a very unusual year and that comparisons with it must necessarily be discounted. Small buyers are still buying as little as possible, leaving dealers' yards as a rule nearly filled. Railroadshavenot increased their purchases over August.

Coal production from all the mines in Illinois is estimated at 5,881,000 tons for September, 1921, as compared with 6,196,000 tons for August, 1921; and 8,074,000 tons for September, 1920. This brings the total production in Illinois since January, 1921, to 49,009,000 tons, as compared with 64,073,702 tons for the first nine months of 1920.

The statistics for all the mines operating in Illinois follow in tons:

#### MONTHLY PRODUCTION

	1921	1920	1919	1918	1917
Jan.	7,074,000	8,094,498	5,815,888	7,151,438	7,709,842
Feb.	5,313,000	7,064,670	4,936,335	7,420,893	6,927,510
March	5,100,000	8,195,258	5,165,796	7,804,880	7,414,860
April	4,580,000	5,625,112	4,407,906	6,889,472	6,108,525
May	5,085,000	6,015,903	4,595,638	7,704,220	7,199,970
June	4,939,000	6,835,261	4,219,377	7,769,058	7,190,886
July	4,841,000	6,435,000	5,180,539	8,241,553	7,081,164
August	6,196,000	7,734,000	5,422,986	8,150,310	6,994,872
Sept.	5,881,000	8,074,000	6,716,210	7,631,595	6,598,971
Oct.	9,009,000		8,368,944	8,228,109	7,339,515
Nov.	9,104,000		12,400	6,517,099	8,115,879
Dec.	7,863,298		4,877,829	5,742,115	7,375,866
Total.	90,050,000	59,819,848	89,310,742	86,056,960	

#### CUMULATIVE PRODUCTION

	1921	1920	1919	1918	1917
Jan.	7,074,000	8,094,498	5,815,888	7,151,438	7,709,842
Feb.	12,387,000	15,159,168	10,752,223	14,572,331	14,637,352
Mar.	17,487,000	23,354,426	15,918,019	22,377,211	22,052,212
April	22,067,000	28,979,538	20,325,925	29,266,683	28,160,737
May	27,152,000	34,995,441	24,921,563	37,930,993	35,359,807
June	32,091,000	41,830,702	29,240,940	44,729,961	42,550,693
July	36,932,000	48,265,702	34,421,479	53,041,514	49,631,857
Aug.	43,128,000	55,999,702	39,844,465	61,191,824	56,626,729
Sept.	49,009,000	64,073,702	46,560,675	68,823,419	63,225,700
Oct.	73,082,702	54,029,619	77,051,528	70,565,215	
Nov.	82,186,702	54,942,019	83,568,627	78,681,094	
Dec.	90,050,000	59,819,848	89,310,742	86,056,960	

DESTINATION	1921		1920		1919	
	NET TONS	PER CENT OF TOTAL LAKE SHIPMENTS	NET TONS	PER CENT OF TOTAL LAKE SHIPMENTS	NET TONS	PER CENT OF TOTAL LAKE SHIPMENTS
Port Huron and Detroit River.....	313,000	2.0	48,000	4.5	209,000	1.4
Lake Erie Ports.....	23,000	0.1	20,000	0.2	56,000	0.3
Lake Michigan Ports.....	3,887,000	24.6	2,495,000	23.4	4,654,000	30.4

#### FREIGHT CARLOADINGS IN THE MIDDLE WEST

Freight carloadings throughout the United States showed considerable increase during the week ending October 1, 1921. The total was 901,078, an increase of 27,773 cars over the previous week, but 91,205 cars below the total for the corresponding week of 1920.

Increases compared with the previous week were reported in all classes of commodities except live stock in which loadings were 65 cars below the week ending September 24, and 415 cars less than for the corresponding week of 1920.

The most notable gain over the previous week was in miscellaneous and merchandise freight, which was 18,575 cars more than for the week of September 24, and 1,619 cars above the figure for October 1, 1920.

Coal loadings were 178,005, an increase of 6,531 cars over the previous week, but a decrease of 31,893 cars from the corresponding figure of 1920.

Reports from the Central Illinois coal mining district, sixty-three companies reporting, show a total production of 1,230,550 tons for September out of a potential tonnage of 3,026,100 tons, or 40.7 per cent. Of the 12,600 possible full-time hours represented by all the companies, 48.4 per cent were not used due to lack of market; 2.6 per cent by reason of mine disability; approximately 1.0 per cent each by transportation and labor shortage; and 0.4 by strikes.

For the week ending October 15, the same firms show a total production of 348,016 tons out of a potential tonnage of 737,000 tons, or 47.2 per cent. Of the possible 3,024 full-time hours represented by all the companies 1,143, or 37.8 per cent, were not used due to lack of market; 1.7 per cent due to mine disability; 2.4 per cent due to transportation; 3.4 per cent due to labor shortage; and 0.6 per cent due to strikes.

Reports from 177 coal mining companies covering the state of Indiana, show a production of 446,438 tons for the week ending October 15. Out of a possible 8,448 full-time hours, the hours worked were 3,784, or 44.78 per cent. Of the full-time hours, 41.04 per cent were lost due to lack of market; 8.52 per cent to mine disability; 2.85 per cent to labor troubles; and 2.81 per cent to transportation difficulties. The production in the week ending October 8, from 176 companies, was 412,317 tons; and the hours worked, 3,542 out of a possible full-time 8,424 hours.

The Geological survey figures show lake shipments of coal from January to August, 1921, to total 15,841,000 net tons, of which 78.4 per cent went to American ports and 21.6 per cent to Canadian destinations. Comparisons of the figures affecting particularly the Seventh Federal Reserve District are as follows:

	1921		1920		1919	
	NUMBER OF CARS	PER CENT CHANGE	NUMBER OF CARS	PER CENT CHANGE	NUMBER OF CARS	PER CENT CHANGE
Loaded from Week During Week Ending Sept. 24, Oct. 1 1921	17,150	+6.7	12,596	+3.7	10,674	+4.9
Loaded from Week During Ending Oct. 1 1920	12,596	-1.8	12,250	+4.0	11,867	+1.4
Grain and Grain Products.....	17,150	+6.7	12,596	+3.7	10,674	+4.9
Live Stock.....	12,596	-1.8	12,250	+4.0	11,867	+1.4
Coal.....	22,250	+4.0	21,800	+2.2	21,000	+3.3
Miscellaneous.....	93,042	+6.8	87,000	+5.3	82,000	+3.0
Total.....	145,038	+6.1	141,646	+2.1	134,871	+2.1

## AGRICULTURAL PRODUCTION AND CONDITIONS

The estimated production of corn in the Seventh Federal Reserve District on October 1, was 928,661,000 bushels as against 941,815,000 bushels on September 1, and 987,897,000 bushels, final figures for 1920. The total estimated production for the United States on October 1, was 3,163,063,000 against 3,232,367,000 bushels, final figures for 1920. Considerable damage by worms and mold has been caused to corn throughout this district, but the general quality of the corn crop is reported as good outside of the localities so affected.

The total wheat production in the Seventh Federal Reserve District on October 1, was estimated at 61,964,000 bushels as against 62,788,000 bushels, the estimate for the previous month. The total estimated production for the United States was placed at 740,655,000 bushels against the final 1920 figures of 787,128,000 bushels. Spring wheat was estimated at 8,231,000 bushels for the district as against 11,643,000 for 1920, and the total United States production at 196,776,000 bushels as against 209,365,000 bushels, the final 1920 figures.

A large acreage of winter wheat has already been sown in northern Illinois; considerable wheat and rye has been sown in southern Michigan and the sowing of wheat has been completed in northern Indiana. The winter grains are all in good condition in southern Wisconsin and are reported at a point where they are immune from the frost.

Oats in this Federal Reserve district on October 1, were estimated at 378,388,000 bushels as against 587,706,000 bushels in 1920. The total estimated production for the United States was 1,078,519,000 bushels as against 1,526,055,000 for 1920.

Tame and wild hay production on October 1, was estimated at 14,747,000 tons for the district as against 17,129,000 in 1920 final.

The indicated potato crop for the states lying almost entirely in the Seventh Federal Reserve District was 62,265,000 bushels on October 1, or 24,824,000 bushels less than final 1920 figures, and was 10,368,000 bushels below the five-year average. The total estimated United States crop was 345,844,000 bushels against 428,368,000 bushels produced in 1920.

The Wisconsin tobacco crop was estimated at 61,180,000 pounds on October 1, against 62,400,000 pounds in the 1920 crop. The Indiana crop on October 1, was estimated at 11,020,000 pounds compared with 18,000,000 pounds in 1920. The Michigan bean production is estimated at 2,295,000 bushels compared with 3,575,000 bushels produced in 1920 according to the agricultural figures.

Exports of grain for September with comparisons follow:

	1921	1921	1920
	SEPTEMBER	AUGUST	SEPTEMBER
Barley (Bu.).....	5,357,012	4,602,358	2,066,372
Corn ".....	18,600,342	13,651,559	948,626
Oats ".....	244,070	1,049,377	874,890
Wheat ".....	30,841,986	58,536,829	30,770,796
Rye ".....	3,712,635	3,079,857	2,464,422

Competition between Argentine and the United States for the European trade in corn has appeared. Argentine commenced shipping corn to Europe a few

weeks ago and recent cables show unsettled markets in Europe as a result.

### GRAIN SHIPMENTS FROM CHICAGO

The total grain shipments from Chicago, including forwarding, compare as follows:

SHIPPED BY BOAT	1921	1921	1920
	SEPTEMBER	AUGUST	SEPTEMBER
Wheat (Bu.).....	3,307,000	16,154,000	1,684,000
Corn ".....	16,381,000	11,927,000	871,000
Oats ".....	3,619,000	3,092,000	118,000
Rye ".....	289,000	1,437,000	235,000
Barley ".....	.....	.....	.....

SHIPPED BY RAIL	1921	1921	1920
	SEPTEMBER	AUGUST	SEPTEMBER
Wheat (Bu.).....	1,129,000	2,236,000	3,565,000
Corn ".....	857,000	1,368,000	1,811,000
Oats ".....	1,990,000	2,806,000	3,768,000
Rye ".....	9,000	38,000	167,000
Barley ".....	304,000	426,000	332,000

Milwaukee grain shipments by boat this season are estimated to have been over seven times as large as in 1920, and three times as large as in 1919.

The level of prices paid in the United States to producers of crops increased 2.1 per cent during September and on October 1, the index figure of prices was about 44.8 per cent lower than a year ago and 29.2 per cent lower than the ten-year average.

### DAIRY FARMING AND PRODUCE

The Bureau of Markets reports the cold storage holdings of poultry and dairy products in the United States as follows:

	IN THOUSANDS OF POUNDS			
	OCTOBER 1,	1921	1920	SEPTEMBER 1,
Broilers.....	8,199	7,152	4,890	4,135
Roasters.....	3,237	1,935	2,113	1,724
Fowls.....	3,168	3,769	2,570	5,002
Turkeys.....	2,437	872	2,927	1,183
Miscellaneous Poultry.....	8,557	9,225	7,564	9,287
Creamery Butter.....	90,123	113,385	92,292	115,558
Packing Stock Butter.....	2,143	3,786	2,519	3,548
American Cheese.....	44,842	55,007	46,635	60,372
Swiss Cheese.....	4,149	4,743	3,337	3,995
Brick & Munster.....	1,703	1,869	1,663	2,254
Limburger.....	1,141	1,333	1,095	1,401
Cottage, Pot & Bakers.....	3,289	5,780	3,513	5,689
Cream & Neufchatel.....	404	275	39	276
All other Cheese.....	6,159	5,975	6,229	6,272
Case Eggs*.....	6,275	5,295	7,213	6,372
Frozen Eggs*.....	26,617	23,584	27,408	21,901

\*In thousands of cases of 30 dozen each.

Note—These holdings include stocks in both cold storage warehouses and packing house plants.

The Wisconsin apparent output of cheese for the four weeks ending October 1, was 20,499,887 pounds, compared with 16,213,038 pounds for the corresponding period in August. Receipts at Wisconsin primary markets were 17,893,323 pounds compared with 21,797,985 pounds for the same period in August. Receipts for the same period in 1920 were 18,678,745 pounds.

Cheese trading stocks at Wisconsin primary markets, including private storage stocks, were 5,693,016 pounds on October 8, compared with 8,913,489 pounds on September 3, and 8,202,648 pounds for the same period in October a year ago. Chicago receipts of butter were 14,884,367 pounds for September, and 9,267,753 pounds of this originated in states lying

almost entirely in the Seventh Federal Reserve District. Wisconsin alone contributed 5,954,820 pounds, while Iowa contributed 2,586,770 pounds. Total receipts of

cheese at Chicago for September were 6,707,054 pounds, and of this amount, 6,032,997 pounds were contributed by Wisconsin.

#### CATTLE FEEDER MOVEMENT BACK TO FARMS

The movement of feeder cattle from the eleven principal western markets for September increased 6.7 per cent compared with August, 1921, but declined 17.0 per cent compared with September last year. The September cattle and calf feeder movement from the sixty-seven markets in the United States showed an increase of 10.8 per cent compared with August, but this was a decrease of 19.4 per cent compared with September, 1920.

Feeder cattle men bought conservatively as to price and numbers, although the lower markets in early October tended to stimulate action and the trade at Chicago was heavy. Light weight cattle for winter feeding were in favor, although some heavier feeders for early market were popular. The states of Illinois, Iowa, Nebraska, and Missouri were well represented in the feeder purchases from the principal markets.

#### CHICAGO LIVE CATTLE PRICES

Chicago live cattle prices declined, as a rule, throughout September but strengthened for a time in early October and then declined to prices less than those in the latter part of September. Light weight steers for week ending October 22, were slightly lower in price than for the corresponding period in September. Heavy steers and stockers and feeders were 20 to 25 cents higher than the same week in September. Good beef cattle prices for week ending October 22, were 47.7 per cent below those for the corresponding period last year.

Good corn-fed yearlings were comparatively scarce and were in good demand, but discrimination against heavy weight steers and grass-fed cattle still continued in October. The slaughter of cattle at Chicago was 3.44 per cent more than August, 1921, but 15.55 per cent less than September last year. The slaughter of cattle and calves in the United States was 1.44 per cent less than in August, 1921, and 16.2 per cent less than September, 1920.

#### MEATS AND PROVISIONS COVERING THE UNITED STATES

The excess of shipments over receipts of meats and lard, at Chicago, in September was 29.3 per cent greater than in August, and was 5.15 per cent more than in September, 1920.

Returns from twenty-five representative packing houses, in the country, show a decline of 0.12 per cent in September dollar sales from those of August, and of 34.89 per cent from September, 1920. Eight showed slightly more sales in September than in August. Collections are reported fair to good except in some parts of the South.

Returns from eight retail meat dealers in the district show an increase of 7.17 per cent in September dollar sales compared with those of August, and a decline from September, 1920 of 24.6 per cent. Five Chicago meat retailers show a gain of 9.4 per cent in September

#### SHEEP AND LAMB FEEDER MOVEMENT

The feeder movement of sheep and lambs from the principal western feeder markets for September was 61.9 per cent more than for the same period in August, 1921, but 23.9 per cent less than for the same period in 1920. The largest movements were to the states of Illinois, Iowa, Indiana, Nebraska, South Dakota, and Missouri.

The September movement from the sixty-seven markets was 37.2 per cent more than that for August, 1921, and was 30.3 per cent less than for September, 1920.

The apparent slaughter at the fifteen principal western markets for September was 9.06 per cent less than for August and was 2.5 per cent more than for the same period in 1920.

The curtailment of the marketward movement of light lambs was most pronounced in early October. The September slaughter at the sixty-seven markets was 11.7 per cent less than August, 1921, and 1.4 per cent less than September, 1920.

The September slaughter of hogs at Chicago was 7.66 per cent less than August, but was 31.01 per cent more than September, 1920, and the nine months slaughter was 7.28 per cent more than for the same period in 1920. The apparent slaughter at the fifteen western markets for the four weeks ending September 24 was 10.2 per cent less than the same period in August, but was 23.2 per cent more than the corresponding period in 1920. Receipts increased toward the end of the month so that the apparent slaughter for the last two weeks in September exceeded that of the corresponding period in August, and the volume continued in October. The slaughter at sixty-seven markets was 1.49 per cent less than for August, 1921, and 16.9 per cent more than for September, 1920.

Chicago prices of live hogs for the three weeks ending October 22 were 0.7 per cent more than for the corresponding period in September.

#### MEATS AND PROVISIONS COVERING THE UNITED STATES

dollar sales over those of August, but a decrease of 15.3 per cent from September last year. The decline in meat prices from those of last year was a factor in the decreased dollar sales, both wholesale and retail.

Chicago wholesale prices of meats and kindred products for the week ending October 15, as a rule showed declines compared with the same period in the previous month; the most noticeable declines being in fresh and cured hams and bellies, although declines were registered in pork loins, dressed hogs, medium and common grades of beef, representing the bulk of the marketings of dressed beef. The cuts most affected were ribs, loins, and rounds. Other declines were noted in choice veal carcasses two cents, good veal saddles four to eight cents, and backs three to four cents, while lamb and mutton declined slightly on all

carcasses and cuts although the mutton market was stronger than the lamb market. Prices of prime and choice beef, representing only a small per cent of the marketings, were well maintained although some of the cuts showed slight declines in the same period. Chicago wholesale cash prime steam lard prices, for the week ending October 15, were 13.3 per cent below those for the same period in September. Neutral lard advanced one-half cent a pound in the same period.

Chicago retail prices of fresh pork and mutton, for the week ending October 15, compared with a month ago showed declines; the most noticeable of these declines being on pork loins and hind quarters of lamb. Beef prices as a rule remained about the same as the previous month, but veal advanced, hinds, five cents a pound; forequarters, three to six cents; legs, six cents; shoulders, three cents; and rib and loin chops, four cents.

The wholesale demand for western meats, in eastern markets, was slow the latter part of September and in early October. The Jewish holidays were a factor.

Holdings of cured meats on October 1 showed the following declines compared with September 1: Chicago, 21.9 per cent; Milwaukee, 25.6 per cent; Omaha, 29.9 per cent; St. Joseph, 33.7 per cent; principal western markets, 24.3 per cent; the entire United States, 21.9 per cent; and were below the holdings of October 1, 1920, Chicago, 23.5 per cent; Milwaukee, 56.1 per cent; Omaha, 14.2 per cent; St. Louis, 15.6 per cent; St. Joseph, 15.4 per cent; principal western markets, 22.0 per cent; and the entire United States, 23.4 per cent.

Stocks of lard also showed declines on October 1, compared with the previous month as follows: Chicago, 52.8 per cent; Milwaukee, 9.9 per cent; Omaha, 41.9 per cent; St. Joseph, 69.6 per cent; principal western points, 51.5 per cent; and the entire United States, 44.1 per cent. The stocks compared with October 1, 1920, declined as follows: Chicago, 47.9 per cent; Milwaukee, 66.9 per cent; St. Joseph, 52.0 per cent; principal western markets, 40.8 per cent; and the entire United States, 23.3 per cent. Omaha holdings increased 13.9 per cent and St. Louis, 26.9 per cent over those of the corresponding date a year ago.

September exports of lard compared favorably with those of August and were considerably in excess of those of September, 1920; but the one outstanding feature in the industry began in late September and

#### STOCKS OF HIDES AND MARKET DEMAND

The net shipments of green hides from Chicago for September (computed by deducting receipts from shipments) exceeded those of August by 91.6 per cent and were about the same as in the corresponding period of last year. The sales of calf and kip skins in the United States were 22.9 per cent more than for August, and the sale of green hides for domestic use was 87.3 per cent more than during August. The greatest portion of the sales were made in early September. The movement to the middle of October has been fairly good; there are no reports of large sales, but it is understood

extended into October; namely, the falling off of export demand for lard and pork products. This was attributed to the poor showing of the German mark and the unsettled markets in this country, together with consignments made in August and September in excess of immediate requirements. Indications are that some of the recent reductions of lard and cured meat stocks in this country are partly offset by unsold consignment stocks in Europe; but with the season of active demand abroad for this class of goods now at hand, this situation has slowed up exports in these products only so far as the immediate demand is concerned. The decline in demand was in that from the United Kingdom and most parts of continental Europe except France. The demand for goods already consigned was fairly good in October, but the price trend was lower. In spite of the slackening demand in Europe, reports indicate some trading in Mexico, Cuba, Porto Rico, France, Norway, and Sweden. Heavy arrivals of Danish bacon, in England, competed with American goods.

Improvement in the lard and cured meat export trade took place about the middle of October, following the decline in the Chicago provision market. Total exports from the United States of meats (in pounds) in September were 19.5 per cent less than those in August, and 18.8 per cent more than those in September, 1920, the largest decrease from August exports being in hams and shoulders. Lard exports were 19.4 per cent more than those in August, and 123.9 per cent more than those in the same period a year ago. The total exports of meats and lard in September exceeded those of August by 0.59 per cent.

The cold storage holdings of frozen and cured meats in the United States on October 1, and on September 1, 1921, compared with the corresponding months a year ago as reported by the Bureau of Markets follow:

	IN THOUSANDS OF POUNDS			
	OCTOBER 1,		SEPTEMBER 1,	
	1921	1920	1921	1920
Frozen Beef.....	44,126	58,461	50,204	67,010
Frozen Pork.....	64,188	87,592	103,486	129,197
Frozen Lamb and Mutton	6,015	25,325	5,903	11,017
Cured Beef.....	7,762	10,199	8,458	13,509
In process.....	7,724	9,395	8,672	9,203
Dry Salt Pork.....	84,644	188,399	117,284	256,137
In process.....	64,849	44,989	83,007	60,296
Pickled Pork.....	103,105	141,060	127,502	165,399
In process.....	151,895	154,400	192,686	195,982
Lard.....	83,823	109,258	149,886	170,774
Miscellaneous Meats.....	69,498	63,957	79,778	69,471

that most of the packers are well sold up to October 1 production.

The market for the week ending October 15 showed an increase of one to three and one-half cents a pound on packer hides over the corresponding period in September. Country hides advanced at Chicago, the general advance being two cents a pound except on heavy steer hides which declined one cent a pound. Calf and kip skins were slightly lower for the same period.

The movement of lamb pelts and sheep skins has been quite active at Chicago from September 15 to

the same date in October. Prices for lamb skins were about 25 cents higher for the week ending October 15 than a month ago.

The holdings of cattle hides and sheep skins in the United States increased in the period from August 1 to September 1 by 0.7 per cent and 1.0 per cent, respectively, while calf and kip skins increased 5.8 per cent.

#### LEATHER TANNING IN THE SEVENTH DISTRICT

Leather business in September, according to the reports from trade sources as well as from five of the large firms reporting direct to this bank, showed improvement over August, although one firm noted a slackened demand for other than work shoe leathers in October. Most concerns reported a better domestic, as well as export trade. There was a decided improvement in the cheaper grades of leather and work shoe leather, although some "distress" lots of leather re-

tarded the market to some extent. Demand for work shoe leather and sole leather seems to be greater than other classes of leather, although the sales of upper leather in the United States was greater than in August.

One concern reported having a decided improvement in inquiries for belting, indicating that many factories, which have been removing belting from their idle machines, are finding it necessary, by reason of increased business, to go into the market.

The kinds of leather representing the bulk of holdings in the United States on September 1, as a rule, showed declines from the holdings of August 1; the exceptions showing increases were upper cattle leather, 3.2 per cent; calf and kip, 3.1 per cent; and cut sole taps, 14.5 per cent.

Buyers are still proceeding with caution as to amounts and prices.

#### MANUFACTURING ACTIVITIES AND OUTPUT

##### AUTOMOBILES

Operations in the automobile industry of from 30 to 50 per cent of normal capacity are indicated in a canvass of several of the larger automobile manufacturers in the district, excluding the Ford, which plant is reported to be operating at about 80 per cent of the August peak production. Seasonal adjustments of production, necessitated by the natural declines in buying at this time of the year, are being put into effect. Reports indicated that farmers are buying more freely in the Southern states and in the grain states than during the previous month.

September shipments of automobiles, partly estimated, show a decrease of 4 per cent from August and were 85 per cent of shipments in September, 1920. Last year shipments in September fell off 16½ per cent from those of August. Comparison of the number of carloads shipped and the number of machines driven away and transported by boat during months in 1920 and 1921 follows:

	CARLOADS		DRIVEAWAYS		BOAT	
	1921	1920	1921	1920	1921	1920
September..	20,150	20,804	13,550	24,431	3,580	5,469
August....	20,758	23,386	15,218	34,060	3,595	7,095
July.....	19,514	23,082	15,533	52,342	3,726	8,702
June.....	20,269	22,516	18,834	60,746	3,947	8,350
May.....	18,608	21,977	15,193	74,286	2,381	....
April.....	20,187	17,147	14,197	64,634	1,619	....
March....	16,287	29,326	9,939	57,273	75	....
February..	9,986	25,505	7,507	43,719	99	....
January....	6,485	25,057	3,185	29,283	93	....

\*Partly estimated.

During the first nine months of 1921 the average price reduction for fifty-two five-passenger cars was nearly one-fifth their peak prices. The greatest reduction was 39 per cent in cars ranging between \$575 and \$1,000, while only 17 per cent in cars ranging from \$4,000 upward. The average peak and present prices with percentage reductions follow:

##### COMPARISON OF OCTOBER 1 WITH PEAK PRICES OF FIVE-PASSENGER CARS

*Three cars ranging from \$575 to \$1,000:	
Average peak price.....	\$ 806.60
Average present price.....	491.66
Percentage reduction.....	39.05

##### \*Twenty-four cars ranging from \$1,000 to \$2,000:

Average peak price.....	1,616.00
Average present price.....	1,350.00
Percentage reduction.....	16.49

##### \*Thirteen cars ranging from \$2,000 to \$3,000:

Average peak price.....	2,431.00
Average present price.....	1,843.00
Percentage reduction.....	24.19

##### \*Nine cars ranging from \$3,000 to \$4,000:

Average peak price.....	3,373.00
Average present price.....	2,757.00
Percentage reduction.....	18.26

##### \*Three cars ranging from \$4,000 upward:

Average peak price.....	6,250.00
Average present price.....	5,205.00
Percentage reduction.....	16.72

##### \*Fifty-two cars grouped above:

Average peak price.....	2,344.00
Average present price.....	1,890.00
Percentage reduction.....	19.40

##### \*Peak prices.

#### IRON AND STEEL

Pig iron production in the Seventh Federal Reserve District decreased 14.1 per cent in September from that of August, but production in the United States increased 2.2 per cent from 954,901 gross tons in August to 975,912 in September.

The steel ingot production of 30 companies, representing better than 84 per cent of the total output in the United States compares as follows: September, 1921, gross tons 1,174,740; August, 1,138,071; September last year, 2,999,551.

Iron ore shipments from lake Superior were 3,913,122 gross tons in September against 4,329,158 gross tons in August, and 8,923,482 gross tons in September, 1920. Total shipments for the year to date of October 1 were 18,661,194 gross tons against 44,273,356 last year.

Unfilled orders on the books of the United Steel Corporation in September were 4,560,670 gross tons compared with 4,531,926 gross tons in August, and 10,374,804 gross tons in September last year.

There has been an increasing demand in steel, coming principally from railroads and allied industries. The needs of railroads are perhaps more pressing than others. The increase in orders is due also, in a measure,

to the necessity of replenishing warehouse and manufacturers stocks. There is a report that some of the idle stacks in the Seventh Federal Reserve District are being warmed up for future operations.

The composite market average per ton of fourteen leading iron and steel products, at the leading markets in the United States on October 12 were six cents less a ton than for the previous week; but were twelve cents more a ton than for September 12 and were 48.6 per cent less than for the same period last year. No. 2 foundry pig iron, malleable pig iron, heavy old melting steel, old No. 1 wrought, and old rerolling rails increased in price at Chicago on October 12 compared with September 12, but Lake Superior charcoal, pig iron, finished beams, and tank plates decreased. Semi-finished steel bars and billets increased at Pittsburgh for the same period.

#### FURNITURE MANUFACTURING

Furniture business in the Seventh Federal Reserve District showed improvement in September over August, as shown by reports of thirty-nine concerns reporting direct to "Associated Furniture" and fifty-three concerns reporting direct to this bank.

The results of the questionnaire sent out by "Associated Furniture" with thirty-nine returns show orders for September, \$1,444,168 against \$1,135,585 in August. Shipments in September were \$1,291,549 against \$1,086,958 in August. Unfilled orders on hand October 1, were \$1,712,244, equal to about five weeks run, based on September shipments. Production in the Seventh Federal Reserve District averaged about 78.8 per cent of normal; and for the country as a whole, 81.9 per cent of normal.

September orders for the country as a whole, based on returns from 117 representative concerns, were \$4,233,631 against \$3,807,544 in August; September shipments were \$4,091,455 against \$3,529,183 for August; and unfilled orders were \$5,173,388.

Thirty-six firms in the furniture manufacturing industry, reporting directly to this bank, show improvement in September over August, while seventeen show no improvement. The housing shortage continues to retard business, but seven report the situation improved, and one says business of their concern is not affected by the shortage.

Three of the eight reporting factories, manufacturing furniture for commercial and business purposes, show an increase in September compared with August, in per cent of capacity operating; the lowest reported was 25 per cent and the highest 90 per cent of capacity. Twenty of the forty-five reporting manufacturers of household furniture increased operations in September and only three show a decrease. Fourteen concerns in this group were operating at 100 per cent in early October, and the average was 77.7 per cent. Encouragement is noted, and it is said that the public has a good buying power.

Fifteen concerns report collections better, and five not so good. Thirty-six concerns find goods moving more rapidly through retail channels, while seven think there has been no improvement. Dealers are said to

be carrying small stocks, and demand immediate shipment of orders.

Twenty-four concerns state that inventories have been reduced, while six have completed liquidation.

Thirteen concerns report a shortage of skilled labor, especially upholsterers.

#### SHOE MANUFACTURING

Reports to this bank from representative shoe manufacturers in the Seventh Federal Reserve District indicate that conditions are improving somewhat, but in general, future orders are not being placed in large volume. There are many small orders, and much demand for immediate shipment, indicating cautious buying on the part of the dealers. Some manufacturers carry stock for immediate shipment, but in the aggregate, stocks amount to less than two weeks' production.

Of twenty-four firms replying to our September questionnaire, the lowest rate of capacity operating reported was 50 per cent, and most are at 75 per cent or better. Production in pairs increased 2.8 per cent over August, and was 22.4 per cent over September last year. Shipments increased 7.6 per cent during the month, and were 53.8 per cent greater than in September last year. Stocks decreased 24.7 per cent from August, and were 43.6 per cent under September, 1920.

Unfilled orders at the close of September were 8.2 per cent more than at the close of August; they were 2.1 times the September production, and 1.8 times the amount outstanding at the close of September, 1920. Some manufacturers say they can promise delivery on new orders in less than one month, but others want two or three months.

#### BOX AND CONTAINER INDUSTRY

Reports from nine firms in the Seventh Federal Reserve District, replying to the questionnaire on the box and container industry for the month of September, indicate an improvement during the month. Dollar sales increased 11.8 per cent, though they were only 32.5 per cent of the sales in September, 1920. The material consumed, which gives an approximate indication of the production, increased 20.2 per cent during the month, and was 48 per cent of the amount consumed in September, 1920.

During the first nine months of 1921, dollar sales were 38.5 per cent of the sales during the first nine months of 1920, and material consumed was 49 per cent of that during the corresponding period of 1920.

#### CLOTHING AND TAILORING INDUSTRY

As the selling season is over, few additional orders are reported in the wholesale clothing industry. Due to the lateness of the season this year, production for September was still in excess of that of last year, but the shipments were not so heavy.

In the Tailors-to-the-Trade and the Cut-Trim-Make industries operations are still greatly below those of the corresponding period of last year. Some improvement can be noted, however, as these operations during July and August were still further behind those of last year than they are now.

The tabulated results from the September questionnaire are as follows:

	Tailors-to-the-Trade	Cut-Trim-Make
SEPTEMBER—		
Number of firms reporting.....	18	5
Orders for suits as compared with September, 1920.....	-35.0%	-25.6%
Number of suits made as compared with September, 1920.....	-34.9%	-24.9%

	Tailors-to-the-Trade	Cut-Trim-Make
Number of suits shipped as compared with September, 1920.....	-36.6%	-24.9%
Wholesale Clothing		
Number of firms reporting.....		9
Number of suits made as compared with September, 1920.....		+11.2%
Number of suits shipped as compared with September, 1920.....		-6.1%

## WHOLESALE AND RETAIL MERCHANDISING

### WHOLESALE AND JOBBING TRADE

Although September reports from wholesale dealers fail to show as striking changes from 1920 as in August, in lines for which comparisons are available, the situation continues encouraging. Extension of the report is made to include dealers in automobile tires, automobile accessories, drugs, hardware, stationery and paper.

Net sales are reported below those of September, 1920, in all groups. The decreases range from 11.4 per cent, shown in dry goods, to 54.7 per cent, shown in stationery and paper. In these comparisons, changes in price are, of course, a factor, and may be calculated from the average estimated value per unit of sale compared with September, 1920. The greatest reduction in unit value is reported in dry goods, 45.8 per cent, and the smallest in drugs, 19.0 per cent. Dealers in groceries, report a decrease of 41.1 per cent; in stationery and paper, of 40.2 per cent; in auto tires, of 30.9 per cent; in hardware, of 33.2 per cent; in shoes,

of 27.6 per cent; and in auto accessories, of 20.7 percent.

Increases over August sales are shown in four groups: drugs, shoes, hardware, and dry goods. These increases range from 5.0 per cent, shown in dry goods, to 8.2 per cent, shown in drugs. The largest decrease is in auto accessories, 18.6 per cent, and the smallest in stationery and paper, 5.2 per cent.

Stocks at the close of September are shown below those at the close of September, 1920, in all groups, although these changes are in dollar value and changes in price are a factor.

No great change in inventories at the close of September from those at the close of August are shown. Hardware stocks were 3.9 per cent below those at the close of August; dry goods, 4.2 per cent; drugs, 3.2 per cent; auto accessories, 3.4 per cent; and shoes, 0.9 per cent. Stocks of auto tires were 1.1 per cent more than those at the close of August; stationery and paper, 0.4 per cent; and groceries, 2.4 per cent.

### WHOLESALE TRADE FOR SEPTEMBER

	GROCERIES	HARDWARE	SHOES	DRY GOODS	DRUGS	AUTO ACCESSORIES	AUTO TIRES	STATIONERY AND PAPER
Number of Stores reporting.....	23	19	9	10	12	10	5	5
Net Sales—Change September, 1921, from September, 1920....	-34.9%	-35.0%	-17.2%	-11.4%	-20.3%	-29.4%	-29.7%	-54.7%
Net Sales—Change September, 1921, from August, 1921.....	-6.8%	+ 5.6%	+ 7.8%	+ 5.0%	+ 8.2%	-18.6%	-18.0%	- 5.2%
Stocks—Change September, 1921, from September, 1920.....	-44.4%	-13.0%	-40.9%	-32.3%	-17.9%	-32.2%	-45.2%	-30.6%
Stocks—Change September, 1921, from August, 1921.....	+ 2.4%	- 3.9%	- 0.9%	- 4.2%	- 3.2%	- 3.4%	+ 1.1%	+ 0.4%
Estimated value per unit of sale compared with a year ago.....	58.9%	66.8%	72.4%	54.2%	81.0%	79.3%	69.1%	59.8%

### RETAIL TRADE

Returns from forty-two stores in this district show net sales in dollar amounts to be 15.5 per cent under those of September, 1920. This difference is the smallest since May, and compares with a corresponding August percentage of 18.3 for fifty-three stores. The total period sales from July 1 to September 30, are 16.1 per cent less than for the corresponding period a year ago. The increase in September sales over August is 7.4 per cent as compared with 9.8 per cent increase from July to August. Reporting stores show 21.5 per cent less stocks in dollar values than in September, 1920. The tendency to stock up, however, noted in August, is indicated again this month, although to a slighter degree.

The thirteen Chicago stores, considered separately, show a more favorable condition than the district as a whole. In contrast with the 9.3 per cent decrease from July to August, the sales this month are 18.3 per cent more than those of August. Furthermore, the decrease in sales from September, 1920, of only 7.6 per cent,

and in period sales, of 9.4 per cent, are both less than those shown for August. Stocks show a decrease from last year of 10.8 per cent, which compares with 17.7 per cent, reported for August, and show an increase of 10.0 per cent over August of this year.

The percentage of Operating Expense and Overhead to Gross Sales, for the entire district, is 29.5 for September, 1921, as compared with 25.4 for September, 1920; while for Chicago, the percentage is 28.8 for September, 1921, as compared with 28.2 for September, 1920.

### RETAIL STORE SUMMARY—SEPTEMBER, 1921

	CHICAGO ONLY	OUTSIDE CHICAGO	ENTIRE DISTRICT
Number of stores reporting..	13	29	42
Net Sales—Change September, 1921, from September, 1920.....	- 7.6%	-17.4%	-15.5%
Net Sales—Change September, 1921, from August, 1921.....	+18.3%	+ 4.8%	+ 7.4%
Net Sales—Change July 1 to September 30, 1921, from same period 1920.....	- 9.4%	-17.7%	-16.1%

	CHICAGO ONLY	OUTSIDE CHICAGO	ENTIRE DISTRICT
Stocks—Change September, 1921, from September, 1920.....	-10.8%	-23.8%	-21.5%
Stocks—Change September, 1921, from August, 1921,.....	+10.0%	+3.0%	+4.3%
Turnover Rate (times per year).....	2.55	2.32	2.36
Percentage of Operating Expense and Overhead to Gross Sales for September, 1921.....	28.8%	29.8%	29.5%
September, 1920.....	28.2%	24.2%	25.4%

#### WOOL INDUSTRY

The wool market during the month of September showed more activity than for some time. This activity extends over all grades, the extremely coarse grades being the only ones showing any neglect. Fine

#### BUILDING AND CONSTRUCTION IN THE MIDDLE WEST

The building situation in Chicago is practically at a standstill, so far as new construction is concerned, due to inability to enforce the award of the arbitrator. However, the demand for housing continues great, and there is activity in the suburbs, concentrated chiefly in the erection of bungalows and small dwellings.

Building statistics in the larger cities of the Seventh Federal Reserve District show an increase in number of permits for September, 1921, compared with September, 1920, in every state, and in valuation for all states except Michigan and Wisconsin. Excluding one city for which comparative figures are not available, the cities of the district show an increase of 1,458 in number of permits and of 57 per cent in valuation. The greatest increase was in Illinois, where the number increased 133 per cent and valuation 206 per cent. Chicago permits increased 238 per cent in number and 208 per cent in valuation. In Des Moines, the number of permits more than doubled, although there was a decrease in valuation, owing to the large number of small buildings for which permits were issued. The statistics follow:

ILLINOIS	SEPTEMBER, 1921		SEPTEMBER, 1920		Per Cent Change Over 1920
	No. of Estimated Permits	Cost	No. of Estimated Permits	Cost	
Aurora.....	56	\$ 101,946	21	\$ 23,473	+ 334
Chicago.....	985	12,256,000	291	3,970,900	+ 208
Decatur.....	83	176,300	55	162,800	+ 8
Evanston.....	111	600,675	37	63,085	+ 852
Peoria.....	107	595,525	46	56,500	+ 954
Rockford.....	101	116,290	120	193,435	- 40
Springfield.....	150	279,050	114	136,204	+ 104
Total.....	1,593	14,125,786	684	4,606,397	+ 206
INDIANA					
Fort Wayne.....	133	327,343	72	123,480	+ 165
Gary.....	64	236,431	71	351,950	- 33
Hammond.....	49	108,750	41	118,600	- 9
Richmond.....	16	55,150	28	15,350	+ 259
South Bend.....	274	439,324	183	169,080	+ 159
Terre Haute.....	95	119,375	74	71,715	+ 66
Total.....	631	1,286,373	469	850,175	+ 51
IOWA					
Cedar Rapids.....	140	350,326	109	170,150	+ 105
Davenport.....	101	205,045	88	54,415	+ 276
Des Moines.....	142	161,485	67	475,445	- 66
Dubuque.....	41	90,410	23	38,360	+ 135
Total.....	424	807,266	287	738,370	+ 9

wool continues in demand but not with the force of a few months ago. There has been a decided broadening of the fleece or medium grade wool movement at steady to stronger prices. The domestic clip does not have over 5 per cent coarse in it.

Most woolen mills are under fair order for woolens sold to clothing manufacturers for next spring. An abundant supply of the medium and coarser grades keeps the price at the same level in spite of the heavier demand.

Prices during September showed little or no fluctuations; rather a tendency to stabilize and an upward movement of one or two cents a pound. Woolen goods have remained comparatively stable.

Inventories of raw wool are considerably less in money value and pounds than they were a year ago.

No. of Estimated Permits	Cost	SEPTEMBER, 1921	SEPTEMBER, 1920	Per Cent Change Over 1920
		No. of Estimated Permits	Cost	

MICHIGAN	SEPTEMBER, 1921		SEPTEMBER, 1920		Per Cent Change Over 1920
	No. of Estimated Permits	Cost	No. of Estimated Permits	Cost	
Battle Creek.....	90	58,697	75	51,050	+ 14
Bay City.....	258	191,283	...	...	...
Detroit.....	1,797	5,795,509	1,770	6,766,065	- 15
Flint.....	337	188,516	432	31,168	+ 580
Grand Rapids.....	289	522,089	197	139,019	+ 273
Jackson.....	72	126,689	80	131,260	- 4
Kalamazoo.....	94	95,345	31	66,460	+ 43
Lansing.....	163	155,465	124	85,665	+ 81
Saginaw.....	180	195,092	184	203,962	- 5
Total.....	3,280	7,328,685	2,893	7,446,649	- 1
WISCONSIN					
Kenosha.....	94	154,500	161	322,479	- 53
Madison.....	118	186,834	109	297,650	- 38
Milwaukee.....	630	1,949,400	442	1,920,879	+ 1
Racine.....	89	116,012	103	142,248	- 19
Sheboygan.....	131	69,938	126	134,230	- 43
Total.....	1,062	2,476,684	941	2,817,476	- 13
Grand Total.	6,990	26,024,794	5,274	16,459,067	+ 58

Building statistics for the month of September, 1921, covering the Chicago district and comprising all of Illinois, Indiana, Iowa, Wisconsin, Michigan, Missouri, and portions of Eastern Kansas and Nebraska compare as follows:

#### CONTRACTS AWARDED

	No. of Projects	New Floor Space in Square Feet	Valuation
Business Buildings.....	207	1,601,700	\$ 7,805,500
Educational Buildings.....	110	1,241,800	6,805,200
Hospitals and Institutions.....	19	250,000	2,407,700
Industrial Buildings.....	66	860,200	3,199,500
Military and Naval Buildings.....	2	36,600	1,700,000
Public Buildings.....	14	384,200	1,426,400
Public Works and Public Utilities.....	310	.....	13,023,800
Religious and Memorial Buildings.....	37	269,100	1,910,000
Residential Buildings.....	1,221 (a)	3,802,500	16,013,800
Social and Recreational Buildings.....	36	654,900	3,861,500
Total.....	2,022	.....	\$ 58,153,400
(a) 1,514 Buildings.			

Building Statistics by F. W. Dodge Company.